

## Message Text

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PAGE 01 STATE 013664  
ORIGIN EUR-12

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EUR/RPM:JMARESCA  
EB/ITP/EWT:HKOPP  
EUR/EE:CSCHMIDT  
C:JMONTGOMERY  
IO/IEP:LKAHN - EUR/SOV:WEDGAR  
SCA/VO:WRYERSON  
S/P:PKAPLAN - S/S-0:AOTTO  
COMMERCE/BEWT:AJENKENS  
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FM SECSTATE WASHDC  
TO USMISSION NATO IMMEDIATE  
INFO ALL NATO CAPITALS  
AMEMBASSY MOSCOW  
AMEMBASSY PRAGUE  
AMEMBASSY WARSAW  
AMEMBASSY BERLIN  
AMEMBASSY BUCHAREST  
AMEMBASSY BUDAPEST  
AMEMBASSY SOFIA  
USMISSION GENEVA  
USMISSION EC BRUSSELS  
AMEMBASSY BELGRADE

C O N F I D E N T I A L STATE 013664

HOLD FOR OPENING OF BUSINESS

E.O. 11652: GDS

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TAGS: PFOR, CSCE, EEWT

SUBJECT. ECONADS: US CSCE BASKET TWO PROPOSALS FOR ALLIED  
CONSIDERATION

REF: STATE 304584

1. REFTEL CONTAINED SEVERAL NEW SPECIFIC PROPOSALS IN BASKETS ONE AND THREE FOR POSSIBLE TABLING, AFTER FULL ALLIED CONSIDERATION, AT BELGRADE. THIS MESSAGE CONTAINS OUR THINKING ON SEVERAL POSSIBLE INITIATIVES IN THE BASKET TWO AREA. AT JAN. 20 MEETING OF THE ECONOMIC COMMITTEE, US ECONAD SHOULD PRESENT THESE SUGGESTIONS, PREFACING THEM WITH POINTS CONTAINED IN PARA. 1 OF REFTEL. HE SHOULD ALSO NOTE THAT WE WILL ELABORATE ON THESE IDEAS AFTER WE RECEIVE INITIAL REACTIONS FROM THE ALLIES.

2. POSSIBLE NEW WESTERN BASKET TWO PROPOSALS FOR BELGRADE ARE:

A) STRENGTHENING MEASURES FOR ATTRACTING SMALL TO MEDIUM-SIZED FIRMS TO THE EASTERN MARKETS, E.G. FAVORABLE TREATMENT OF APPLICATIONS BY SEVERAL SMALL FIRMS (WITH, FOR EXAMPLE, SECTORAL OR GEOGRAPHIC AFFINITY) TOGETHER TO OPEN ONE REPRESENTATIVE OFFICE.

B) STRENGTHENING THE COMMERCIAL INFORMATION ASPECT OF FINAL ACT ON BUSINESS FACILITATION, E.G. BY SEEKING AGREEMENT THAT CSCE COUNTRIES WILL MAKE AVAILABLE DIRECTORIES LISTING ALL RPT. ALL ENTERPRISES (INDUSTRIAL, SERVICE, OR OTHER) IN EACH COUNTRY, TOGETHER WITH ADDRESS AND NAMES OF ENTERPRISE DIRECTORS. (FYI. SUCH PUBLICATIONS ARE OF COURSE ALREADY AVAILABLE IN WESTERN SIGNATORY COUNTRIES. END FYI.)

C) PROPOSING MEASURES TO ENHANCE THE WESTBOUND FLOW  
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OF TECHNOLOGY, LICENSES, AND COMMODITIES, E.G. 1) ENCOURAGING FIRMS AND ORGANIZATIONS WITH SCIENCE AND TECHNOLOGY AGREEMENTS TO REVIEW THEM SO THAT MAXIMUM EFFORTS ARE MADE TO ASSURE THE RECIPROCAL FLOW OF TECHNOLOGICAL INFORMATION;

2) EXPLORE WAYS TO ENCOURAGE EASTERN EXPORTS TO THE WEST; AND

3) SEEKING SPECIFIC EASTERN COMMITMENTS TO PROVIDE CREDITS ON THEIR EXPORTS.

D) GRANTING MULTIPLE ENTRY/EXIT VISAS FOR UP TO ONE YEAR AT A TIME FOR ALL "RESIDENT" FOREIGN BUSINESS REPRESENTATIVES, INCLUDING THIRD COUNTRY NATIONALS.

E) ALLOWING THE ESTABLISHMENT OF JOINT EQUITY VENTURES IN ALL CSCE COUNTRIES.

3. WE WOULD WELCOME COMMENTS FROM INFO. ADDRESSEES ON  
THESE PROPOSALS, AS WELL AS OTHER SUGGESTIONS THEY MAY  
HAVE.  
KISSINGER

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## Message Attributes

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